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Final Report

5.2-4

Upgrading Farm Management Skills

Funded by
The Agriculture Development Fund
1985-1986

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UPGRADING FARM MANAGEMENT SKILLS

1985-86 FINAL PROGRAM REPORT

5.2-4

SASKATCHEWAN AGRICULTURE
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Background

In November, 1985 an ERDA Human Resources project entitled "Upgrading Farm Management Skills" was approved in the amount of $135,600 over a three-year period. As a result of this approval, the following program was implemented in all extension regions of the province.

Note: In the northeast extension region, this project and another project "Farm Business Management Pilot Project" were combined to provide the program.

Basics

The program provided to farmers was based on the development of farm business management groups. The groups were comprised of 8 to 10 farms and were taught a specific curriculum of farm management information.

Program

In October-December, 1985 a set of resource materials from Manitoba Agriculture was redeveloped to form the core curriculum, for the Farm Business Group Program. The Economics Branch of Saskatchewan Agriculture provided temporary employee time for re-organizing and developing the resource materials and eight sets of core curriulum materials were produced for the fieldstaff.

The core curriculum was organized as follows:

Lesson I **Introduction to Farm Management**

- Management defined
- Traits of successful managers
- Role of women in management
- What do managers do?

Lesson II **Financial Statements**

- Introduction to financial statements
- Why financial statements?
- Net worth statements
- Income and expense statements
- Projected cash flow

Lesson III **Planning and Budgeting**

A. Values, Goals and Objectives

Decision making process
Decision characteristics

B. Introduction to Planning and Budgeting

Enterprise budgets
Partial budgets
Total farm budget

Lesson IV **Agriculture Credit**

- Introduction to credit
- Obtaining credit
- Planning your credit
- Managing risk and uncertainty
- Financial difficulty
- Security documents

Lesson V **Grain Marketing**

- Introduction
- Fundamentals in grain marketing
- Understanding basics
- Costs of storing grain
- Marketing tips

The following materials were included in each core curriculum kit:

1. Complete set of overhead materials.
2. Complete script to supplement the overhead materials
3. Complete set of slide/tape presentations to supplement each training module.
4. Film on "Transitions".

The course materials were based on instructions using the core curriculum materials and a set of workshop exercises to teach the materials.

Instructors

The ERDA funding was used exclusively to hire six instructors who were paid on a per diem base ($135 per day) plus expenses.

Six instructors were hired -- one in each extension region to work with regional farm management specialists. Ag reps in all cases were at the forefront of organizing the groups. Groups were organized by a number of different methods:

1. Direct district advertising

   - ag rep newsletter
   - some local weekly newspaper advertising

2. Local individuals

- in many instances, the ag rep contacted a local individual (pehaps district ag board member) who worked at the local level to organize the group.

The following groups were organized during 1985-86:

NW region --	2 groups	(16 people)
NC region --	3 groups	(53 people)
SW region --	5 groups	(50 people)
SE region --	3 groups	(28 people)
EC region --	3 groups	(30 people)
NE region --	3 groups	(48 people)
Totals	19 groups	(225 people)

All groups encouraged the family unit or farm to attend. If the farm was a father-son or husband-wife, the partners were encouraged to attend the meetings. In the northeast, the Impact people and our fieldman worked together in putting on group sessions.

Formal evaluations were not done in all situations, however, all farm management specialists received very positive comments on the groups' activities. The completion rate on all groups was over 95%. All groups questioned the Farm Management Specialists regarding another year for the group.

Upgrading Farm Management Skills was terminated at the end of the 1985/86 fiscal year. Its resource material and the experience gained from the project formed the basis of the "Farming To Win" program. The purpose and goals of this program were totally taken over by the much larger Farming To Win program.

Government of
Saskatchewan

Memorandum

From: Dean Dyck, Farm Management Specialist
Box 640
Rosetown, Sask. SOL 2VO

To: Mr. Lyle Stavness, Manager
Farm Management Section
Room 329 Walter Scott Building
Regina, Sask. S4S 0B1

Re: Annual Report of "Upgrading Farm Management Skills"

Please find attached the annual report of the Farm Management Groups for the West Central Region.

If there are any questions, just call.

Dean Dyck
Farm Management Specialist

Annual Report
Upgrading Farm Management Skills
West Central Region

Dean Dyck
Farm Management Specialist
June 9, 1986

General

The West Central Region had three Farm Management Groups, one each in Beechy, Milden, and Kerrobert. The instructor, Mr. Ken Bennett, felt that this was sufficient for him to handle.

Participation

The number of participants in the Groups were as follows:

Beechy	25
Milden	18
Kerrobert	10
TOTAL	53

Although attendance at the meetings fluctuated somewhat, total registration was 53 people.

Background and Overview

Organizational meetings for all groups were held in December, 1985. Due to committments, only I was able to attend these meetings. The discussion involved an outline of the course, what to expect from the group, setting regular meeting times, and charging a fee for coffee.

The first lessons started on the second week in January. I attended these meetings to introduce the instructor. Afterwards, I let Mr. Bennett handle the rest of the meetings. The Beechy group began having daytime meetings twice a week, and consequently were finished by the end of February. The Milden group ran their meetings from 10:00 AM to 2:00 PM once a week, and completed their course in six weeks. The Kerrobert ran their meetings once a week in the daytime, and finished by mid-March.

The lesson on marketing was omitted, and a speaker, Mr. Dale Sigurdson, was brought in to talk to the Beechy and Milden groups. The Kerrobert group had a demonstration on Agritex for the marketing lesson.

Evaluation

The overall response to the program was very positive. [illegible] sent out evaluations of the course, [illegible]

(a) Participant evaluation

I have enclosed both participant evaluations. One is somewhat negative, and the other is quite positive.

(b) Instructor evaluation

Mr. Bennett has also prepared his evaluation of the course. I have attached his letter to this report.

(c) Specialist evaluation

There was a lot of interest in the course at the start. However, interest started to wane after the budget lesson. Also, the marketing lesson was omitted entirely because it was too complicated to teach. The inclusion of the "people" side of the financial management course, that is, the "Nebraska solution" would certainly help in keeping interest in the course. The rest of the course is better evaluated by Mr. Bennett.

Box 156
Dodsland, Saskatchewan
SOL OVO
May 24, 1986

Mr. Dean Dyck
Farm Management Specialist
Department of Agriculture
Box 640
Rosetown, Saskatchewan
SOL 2VO

Hello Dean,

After your phone call last week I sat down and did some thinking about the Farm Management Club Course. The following are some thoughts and suggestions. Hopefully they will be of some help in planning next year's course.

Comments

-The most glaring observation I had was that after 5 lessons group interest dropped off. Even though the remaining lessons were still of interest I think that the participants had a little overload.

-The lessons on Financial statements - Net Worth and Income and Expense were very well received and there was good participation. Participants who had previous contact with these statements still had trouble doing them and I think learned a fair bit. I had more than one comment that the examples should have all been of the same farm through the lessons so comparisons could be made. This would involve changing the overhead examples in the lesson to match.

-The lesson on Budgets was a tough one. I only used some of the exercises and it still became a math lesson for some people. Quite a few people never came back after this lesson.

-The Goals and Objectives lesson was the most abstract of the lessons. This is where the make-up of the groups and the personalities of the instructor decided its success. Lots of discussion and participation is needed for this lesson to be successful.

-I found the Agriculture Credit lesson interesting and fairly well structured. It was the second last lesson and the group numbers were down by this time. There wasn't as much participation as I expected.

-I never taught the Grain Marketing lesson. [illegible] speaker in for two groups but only [illegible] these groups [illegible]. The other group [illegible] demonstration of Agritrax. [illegible]

than basis and costs of storing.

Suggestions

-Shorten the course to 5 lessons of 3 to 3½ hours.

-Make the examples on the overheads more current and all one farm - especially on the financial statements.

-Tighen up the Budgets lesson. In order for people to accurately do budgets and cash flow they are going to need a more intensive course so use this one as an overall view and don't get bogged down in the details.

-Possible link the Introduction and the Goals lesson together.

-Have student manual material ready to hand out after each lesson.

General Comments

-I used most of the slide tapes and the groups liked how they linked the lesson together. It would be better if the examples were current (both time and location).

-The film by itself was interesting and well received but it was hard to link it to the lessons. It gave good potential for discussion on estate planning. Once again the expertise of the instructor would dictate how far the discussion went.

-The use of a guest speaker on the current grain situation worked well, but unfortunately due to circumstances only one group met to hear the speaker.

-Lorna says that instructors and wives should have gone to Waskesiu to present this material.

Hopefully these comments will help you in your review of the Farm Management Course.

Ken Bennett

Name of Group: Milden - McMahon Ag. Rep. Area: Moose Jaw

FARM BUSINESS GROUP EVALUATION QUESTIONNAIRE

This Evaluation Questionnaire is designed to determine the impact of the program activities on those members participating. Has there been a positive response to the various activities carried out by program leaders? Has learning occurred which will assist members in making management decisions that will have a positive effect on the future farm business?

Your co-operation and assistance in completing the following questions will assist program leaders in the development of continuing and new programs. It will also assist in determining the degree of learning which has occurred and the probable impact of the program on the Group Members.

Please read each question carefully before answering. If it does not apply to you, just leave the question blank. All individual responses will be held in strict confidence.

1. As a participant in the Farm Business Group, would you say that the programs have met your expectations?

   ___ Yes, very well ✓ Yes, to a slight extent

   ___ Yes, fairly well ___ No, not at all

   Any further comments: Taken Homestead Course Prior.

2. As a participant in a Farm Business Group, would you recommend it to neighbours?

   ___ Yes, very highly ___ Yes, but not very highly

   ✓ Yes, with reservations ___ No, not at all

   Any further comments: Yes but only to neighbours interested in the business side of farming

3. As a graduating Farm Business Group Member, are you interested in continuing as a group to organize and carry out Agricultural Education Programs?

____ Yes, very interested ✓ Yes, slightly interested

____ Yes, fairly interested ____ No, not at all

Any further comments: _____

_____

_____

4. As a first year participant in the Farm Business Group program activities, would you say that because of these activities, you have changed in the way you make decisions in managing your farm?

____ Yes, to a great extent ____ Yes, to a slight extent

____ Yes, to a fair extent ✓ No, not at all

Any further comments: _____

_____

_____

Questions 5 and 6 deal with several topics. The topics are listed down the left hand side of the page with different evaluation levels across the top. Please check the appropriate square as to how you feel about each level for the different topics.

5. To what extent did you develop new skills and/or learn new ideas from your involvement with the Farm Business Group activities?

Topic	Great Extent	Fair Extent	Slight Extent	Not At All	Comments
Goals, attitudes & decision making				✓	

Topic	Great Extent	Fair Extent	Slight Extent	Not At All	Comments
Financial Statements			✓		
Farm Planning				✓	
Credit Uses				✓	
Marketing Options			✓		

Any further comments: NOTHING REALLY NEW WAS BROUGHT TO LIGHT ON MY ORGANIZATION

6. To what extent have you been able to put into Practice the new skills you have developed or the new ideas you have learned from your involvement with the Farm Business Group?

Topic	Great Extent	Fair Extent	Slight Extent	Not at All	Comments
Goals, attitudes & decision making			✓		
Financial Statements			✓		
Farm Planning			✓		
Credit Uses				✓	
Marketing Options			✓		

Any further comments: _____

_____

_____

7. Would you say that because of your involvement with the Farm Business Group that you are now able to more effectively manage your farm business?

____ Yes, to a great extent ____ Yes, to a slight extent

____ Yes, to a fair extent ✓ No, not at all

Any further comments: _____

_____

_____

8. Do you feel that the program activities were adequately covered?

____ Yes, very well ✓ Yes, fairly well

____ Yes, quite well ____ No, not very well

Any further comments: _____

_____

_____

9. Have you been able to obtain additional assistance from the Department of Agriculture because of your involvement with the Farm Business Group programs and activities?

____ Yes, to a great deal ____ No, not at all

____ Yes, to some extent ✓ Haven't required additional help

Any further comments: _____

_____

_____

10. From the information received in the first year's program, do you understand what is needed to develop an overall farm plan for next year?

____ Yes, to a great extent ____ Yes, to a slight extent

✓ Yes, to a fair extent ____ No, not at all

11. From the information received in the Farm Business Group program, have you been able to develop the necessary skills to adequately make the necessary decisions in the day to day operations of your farm?

____ Yes, to a great extent ✓ Yes, to a slight extent

____ Yes, to a fair extent ____ No, not at all

12. What suggestions do you have to improve the program for next year?

_____

_____

_____

_____

Thank you for your co-operation in completing this questionnaire.

Name of Group: Milts Ag. Rep. Area: _____

FARM BUSINESS GROUP EVALUATION QUESTIONNAIRE

This Evaluation Questionnaire is designed to determine the impact of the program activities on those members participating. Has there been a positive response to the various activities carried out by program leaders? Has learning occurred which will assist members in making management decisions that will have a positive effect on the future farm business?

Your co-operation and assistance in completing the following questions will assist program leaders in the development of continuing and new programs. It will also assist in determining the degree of learning which has occurred and the probable impact of the program on the Group Members.

Please read each question carefully before answering. If it does not apply to you, just leave the question blank. All individual responses will be held in strict confidence.

1. As a participant in the Farm Business Group, would you say that the programs have met your expectations?

   ✓ Yes, very well ____ Yes, to a slight extent

   ____ Yes, fairly well ____ No, not at all

   Any further comments: _____

2. As a participant in a Farm Business Group, would you recommend it to neighbours?

   ✓ Yes, very highly ____ Yes, but not very highly

   ____ Yes, with reservations ____ No, not at all

   Any further comments: Some neighbours have already been into some aspects of the work and therefore would not be interested

3. As a graduating Farm Business Group Member, are you interested in continuing as a group to organize and carry out Agricultural Education Programs?

____ Yes, very interested ____ Yes, slightly interested

✓ Yes, fairly interested ____ No, not at all

Any further comments: _____

_____

_____

4. As a first year participant in the Farm Business Group program activities, would you say that because of these activities, you have changed in the way you make decisions in managing your farm?

____ Yes, to a great extent ____ Yes, to a slight extent

✓ Yes, to a fair extent ____ No, not at all

Any further comments: _____

_____

_____

Questions 5 and 6 deal with several topics. The topics are listed down the left hand side of the page with different evaluation levels across the top. Please check the appropriate square as to how you feel about each level for the different topics.

5. To what extent did you develop new skills and/or learn new ideas from your involvement with the Farm Business Group activities?

Topic	Great Extent	Fair Extent	Slight Extent	Not At All	Comments
Goals, attitudes & decision making		✓			
		✓			

Topic	Great Extent	Fair Extent	Slight Extent	Not At All	Comments
Financial Statements	✓				
Farm Planning		✓			
Credit Uses		✓			
Marketing Options			✓		

Any further comments: _____

6. To what extent have you been able to put into Practice the new skills you have developed or the new ideas you have learned from your involvement with the Farm Business Group?

Topic	Great Extent	Fair Extent	Slight Extent	Not at All	Comments
Goals, attitudes & decision making			✓		
Financial Statements	✓				
Farm Planning			✓		
Credit Uses			✓		
Marketing Options				✓	

Any further comments: It would be impossible to fully assess the benefits of this program until we've been at it for a few years

7. Would you say that because of your involvement with the Farm Business Group that you are now able to more effectively manage your farm business?

____ Yes, to a great extent ____ Yes, to a slight extent

✓ Yes, to a fair extent ____ No, not at all

Any further comments: _____

8. Do you feel that the program activities were adequately covered?

✓ Yes, very well ____ Yes, fairly well

____ Yes, quite well ____ No, not very well

Any further comments: _____

9. Have you been able to obtain additional assistance from the Department of Agriculture because of your involvement with the Farm Business Group programs and activities?

✓ Yes, to a great deal ____ No, not at all

____ Yes, to some extent ____ Haven't required additional help

Any further comments: _____

10. From the information received in the first year's program, do you understand what is needed to develop an overall farm plan for next year?

___ Yes, to a great extent ___ Yes, to a slight extent

✓ Yes, to a fair extent ___ No, not at all

11. From the information received in the Farm Business Group program, have you been able to develop the necessary skills to adequately make the necessary decisions in the day to day operations of your farm?

___ Yes, to a great extent ___ Yes, to a slight extent

✓ Yes, to a fair extent ___ No, not at all

12. What suggestions do you have to improve the program for next year?

advertising the program well in advance
have the manuals available during
the course

Thank you for your co-operation in completing this questionnaire.

I think that probably 50 - 75% of farmers in the Prov. have never had or took time to do this kind of financial analysis of their farm business. I believe that had they been introduced to this kind of program a few years ago that some of the woes of to-day might have been lessened. I hope your dept persists the program to the fullest in all areas of the prov.

[illegible]

Government of Saskatchewan

Memorandum

FROM: Extension Service
105 Provincial Office Building
NORTH BATTLEFORD, S9A 1E9

DATE: June 10, 1986

PHONE: [illegible]

DEPARTMENT OF AGRICULTURE
RECEIVED
JUN 16 1986
REGINA SASK.
PROVINCE of SASKATCHEWAN

TO: Lyle Stavness, Economics Branch
Sask Agriculture
REGINA, S4S 0B1

RE: Report on Farm Management Groups

Two groups were successfully organized. The Macklin group had ten farm units and Neilburg had six farm units.

Enclosed is an evaluation summary prepared by Eric Johnson and John Stephenson's comments as an instructor.

Lyle J. Darwent
Farm Management Specialist
North West Region

LJD/mt
Encl.

FARM BUSINESS MANAGEMENT COURSE

LESSON I - INTRODUCTION TO FARM MANAGEMENT (2 1/4 HOURS)

A. Introduction
B. Management Defined
   - Goals
   - Limited Resources
   - Objectives
C. Traits of Successful Managers
D. Role of Farm Women in Management
E. What Do Managers Do
   - Planning
   - Organizing
   - Directing
   - Controlling
F. Values Goals Objectives
G. Decision Making Process
H. Decision Characters
I. Conclusion

LESSON II - FINANCIAL STATEMENTS (4 1/2 HOURS)

A. Introduction
B. Why Financial Statements
   - Farm Management
   - Obtaining Credit
   - Income Tax
   - Profit Sharing
C. Net Worth
   - Definition
   - Components
     - Assets
     - Liabilities
     - Net Worth
   - Structure
   - Example
   - Analysis
     - Solvency
     - Liquidity
     - Debt Structure
D. Income Expense Statement
E. Accrual Income Statement
F. Projected Cash Flow

LESSON III - PLANNING AND BUDGETTING (4 1/2 HOURS

A. Introduction
B. Enterprise Budget
C. Capital Budget
D. Total Farm Budget

LESSON IV - INTRODUCTION TO CREDIT (4 1/2 HOURS)

A. Introduction
B. Obtaining Credit
   - Credit Worthiness
   - Considerations in Granting Credit
   - The Credit Proposal
     - Gathering Information
     - Preparing Statements
     - Presenting The Proposal
C. Planning Your Credit
   - Types
   - Sources
   - Alternatives
   - Costs
D. Manaing Risk and Uncertainty
   - Sources
   - Definitions
   - Managing Risk
E. Financial Difficulties
   - Present Situation
   - Contributing Factors
   - Early Warning Signs
   - Financial Analysis
   - Alternative Solutions
   - Financial Partnerships
F. Security Documents

LESSION V - GRAIN MARKETING (2 1/4 HOURS)

A. Introduction
B. Fundamentals in Grain Marketing
C. Understanding Basis
D. Costs of Storing Grain
E. Marketing Tips

SUMMARY

Lesson I	- 2.25 hours
Lesson II	- 4.50
Lesson III	- 4.50
Lesson IV	- 4.50
Lesson V	- 2.25
TOTAL	18 hours

I covered all parts of the course in the first four lessons except for the last part of Lesson IV on Security, because I was running out of time and because I felt I needed to discuss it all with a professional to feel comfortable with it. I did not get into mortgages, liens, Bank Act, etc.

Probably Lessons II and III were the most important and as well, seemed to hold the attention of the students so probably was the most important in their view as well.

Lesson I, Introduction to Farm Management, I think probably should be treated as an awareness session and will alert them in an organized way to what farm managers really do - an important part also was bringing out what the female partner does and the role she can play in the farm. I suppose here the problem is that we only persieve the positive side and not really bringing out the problems that arise with people working this closely together. I guess this aspect could take a course or two on its own. Your goals program would help a great deal to alert the students to recognize this.

Lesson IV, Agricultural Credit - here again, I guess this is rather an awareness program in an organized manner with lost of scope for an instructor to make it interesting and pass on good information to the class.

We tend to think of this as motherhood an common sense, but when you think of it in a little depth, most farmers tend to be intimidated by bankers and our financial system. Going through this part of the course could tend to take the mystery out and supply some confidence to a course of action for them.

The more I think about it, the more I see a purpose to each lesson in the course. However, I guess the length and content does have to be weighed against the time the students are willing and able to commit.

I thought the overheads were excellent and the fact that it was easy to make up your own if you chose.

Also, the slide tapes were very appropriate and well put together.

The movie show on Transitions was very good.

The partial budget part I felt was not well enough covered in the prepared material. This should probably be the single most used tool and as such examples from a very simple one to a complex one would have led to a better familiarity.

Also in the budgets for this area I would have appreciated one on summerfallow to help show how it is handled.

With an example farm and continuity in the farm data throughout the course, this will help a great deal in presenting the course as well as aid the students to familiarize themselves with the use of the financial statements and budgets.

I think there are a great number of farm couples who would benefit from the course, so I guess the real challenge is to locate these people and make them aware this is available and motivate them to participate.

Thank you once again very much for giving me the opportunity to participate in these classes.

John Stephenson

FINANCIAL MANAGEMENT GROUP EVALUATION

Macklin Financial Management Group

9 evaluations

FARM MANAGEMENT PORTION

1. What part of the program was most useful?

- the part I found most useful was showing me the proper methods, budgets, cash flows, etc. to give me a clear picture of where the farm is heading in respect to financial management.
- really enjoyed being explained the different statements, eg. cash flow, net worth, accrual, etc. and trying to work them out so I can apply to my own farm.
- personally, I found all parts of the course useful as I'm not as familiar with the financial part of farming, but would like to do more of the books for my husband in the future.
- which statements would prove to be most beneficial for the farm records and what information was pertinent to which statement.
- how to fill out the different forms, net worth, projected income, balance sheets, etc.
- the part that was most useful was the long term and short term goals. It helped you to look ahead and really think about what you might actually be doing down the road.
- learning to understand the accrual method
    - doing the different statements
    - understanding the loan arrangements and structuring
    - I thought I was doing a good job of books till this class.
- I found all segments of the course useful. Farms and formulas which banks would be most interested in was very interesting and I'm sure will be useful in the future.
- farm planning - goal setting
    - the importance of budgets and cash flow
    - learning about the ratios was excellent and have already shown us some problem areas

2. What part of the program was least useful?

- some of the information we received to work out was a bit vague
- the whole class on credit and risk. I assume most of us are dealing with these on a day to day basis. I felt it was good to bring it up and talk on it but felt it really didn't need a whole class.
- the part on ratios, solvency, etc.
- the part that was least useful was the family goals. Saying it was least useful isn't that true but being single, it was hard to answer the questions. It was still good because when I do get married, I can look back and see what I did write and compare it to what I would think about when I am married.

3. Was the information in the program too:

(i) basic - 0

(ii) advanced - 1
- the information was a little advanced because I never did anything like it before. I'm not sure that my long term goals will be what I want them to be.

(iii) just right - 7
- it would be helpful to have a guide book to explain and keep for future reference.

4. Did the course last too may weeks?

No - 7

- I don't think it was too long, in fact it could have been longer as far as I was concerned
- the course was the right number of weeks, although I feel we could have put at least an extra hour into each session
- depends on how you feel about the credit-risk class, if most people deal with this all the time, the course could have been decreased by 1/2 to 1 class.
- the course was not too long - other things kept interfering.
- if the course took less time, it would be too condensed.
- too long, 4 weeks with a bit longer days.

5. Would you like to meet again next year as a group?

Yes - 9

- cover basically the same topics and any new ones that would pertain.
- continue working on the statements part - to fine tune them more and understand them deeper.
- in the next two to three years, I'd like to see a farm management course given with the aid of a computor. I think it would be interesting to meet next year even to see what we've done with this course. A topic of interest that I feel we don't know enough about is Income Tax, eg. what can or can't be used, averaging, deferring, amount of interest that we should pay, etc.
- how to increase livestock production efficiently. Which chemicals, fertilizer, etc. are more productive and economical for which crops. Which crops themselves would be most productive and efficient for which areas.
- pros and cons of different crops, sprays, and fertilizer rates, and getting maximum efficiency from livestock operations.
- but, I'd like some time to think of topics - perhaps one on investing.
- take a course on problems which might arise and evaluations of these problems.
- it would be most helpful to put ones own farm books to use and return to discuss and correct and improve the problems.

6. Overall rate of this portion of the course:

(1) excellent - 4
(2) good - 5
(3) fair - 0
(4) poor - 0

- the instructors were always open to questions and comments
- speaker had a good knowledge of course but presentation could have been better

GOAL SETTING PORTION

1. What part of the program was most useful?

- getting together with spouse, partner, etc. to talk over particular goals, short term and long term, etc.
- goal setting was very useful to us. Hopefully we will carry on with it.
- it was most useful for both of us to understand and realize each others goals for both the farm and our family.
- to help set goals and comparisons between farm and family
- I feel the basic idea of the course was good - it made one sit down to do some thinking about one's situation.
- having to sit back and actually put goals on paper forced me to think more realistically about mental goals.

2. What part of the program was least useful?

- the part that makes it less useful is that if you're farming with someone else (another family), they should also be involved with the goal setting so conflicts can be resolved. This would make for a much more efficiently run farm.
- the whole class was enjoyable and informative.
- I enjoyed all of it.
- some of the questions in the questionnaires were a bit far removed from reality, but were likely necesary to come up with a good overview of situations. It could only be as good as the effort put into it.
- the full course was beneficial and useful.
- the overall rating of the course was excellent.

Government of Saskatchewan

Memorandum

From: Extension Service
Box 2003
Weyburn, S4H 2Z9

Date: June 16, 1986

Phone: 842-4607

To: Lyle Stavness, Manager, Farm Management Section, 3085 Albert Street
Regina, S4S 0B1

Re: Farm Management Groups

During the 1985-86 winter season we held three pilot farm management group sessions to test their acceptance by producers in the South East.

The first group was held in Milestone in early January. It was organized by the district Ag. Rep., Ken Pedersen. He contacted key people in the area who essentially got the group together leaving much of the organizing up to the group leaders. There were six sessions held at Milestone with twelve individuals attending. The instructor was Darald Marin who led the group through the sessions starting with a goals presentation lead off with the use of the Alberta Film Transitions. A verbal evaluation indicated that the group was pleased with the presentation and indicated that the course was very beneficial. The group was comprised of couples where possible with much husband-wife interaction and involvement.

The second group was held at Kipling beginning in late January 1986. This was a smaller group of 10 people, again mainly couples. The group had a mixture of enterprises with a section of the group very involved in the hog industry which led the group to use examples and illustrations that included that industry. The district Ag. Rep., Larry Koturbash organized the group again using key district people to bring the participants into the group. This group had to rent a meeting room at the curling rink at Kipling. To fund this and their coffee they each contributed to a general fund and got some input financially from the local Ag. Society. Darald Marin, who instructed all three of the groups indicated a general feeling that the session was successful and had good participation.

The third pilot group was held in March 1986. It was organized by the district Ag. Rep., Elaine Moats. There were only six participants in this group. Perhaps the timing was wrong, there was a great deal of conflict especially with curling at the time. The organizers indicated that there were more people that were going to attend, but that attendance didn't materialize. We continued with the group to test out what the ideal numbers of participants are as well as fulfilling a definite need in the group. Again the participants were mainly couples and interchange of ideas in a smaller group setting were very interesting to observe. Elaine and I attended most of the sessions in Weyburn and although we didn't do a formal written evaluation we both felt that from observing and talking with the group that the session was very well received and benefited those participants.

There has been inquiries from local people who weren't involved in the [illegible] to expand this service in the fall of 1986 and that they were sorry that [illegible] weren't included in the previous course.

I briefly presented my ideas for a fall session to the S.E. Region Ag. Reps. at our Regional Conference. They are willing to co-operate as they do on other regional initiatives. They indicated that once a fall program is finalized that they want to go over the plans and will help organize participants to attend the Planning for Tomorrow sessions. The Ag. Reps. want this information out early enough in the summer to allow them to effectively set up the winter program plans for their districts.

I feel that the three pilot projects were very well received and justify an expanded Planning for Tomorrow series for the fall of 1986 and early winter 1987.

Thank you for your support and involvement at Regina on the project. We rushed into the ideas late last year and with your support and your staff's support the pilot was successful and will lead to an improved farm management program for Saskatchewan.

Garry Krause

Garry Krause, Farm Management Specialist

GK/ld

Government of Saskatchewan

Memorandum

From Jack Drew, Deputy Minister
Saskatchewan Agriculture
Room 110, 3085 Albert Street

Date April 14, 1988

Phone 787-5170

To Mr. Lyle Stavness, Manager
Farm Management Section
Room 329, Walter Scott Building

Your File

Our File 5.2-04

Re

Upgrading Farm Management Skills

At a recent Board of Directors meeting, it was decided the above-noted ERDA project would be terminated. It will be shown as a one-year project with funding of $35,066.

It would be desirable if a short final report could be supplied to ERDA outlining the accomplishments of this project.

Jack Drew
Deputy Minister

c.c. D. Maley
B. Ward
C. Lambert